

<i>Title:</i>	<b>NEW ADB BUSINESS OPPORTUNITIES, PROPOSED LOAN PROJECTS, NOVEMBER 2004</b>
<i>Subject Country(ies)</i>	Cambodia and Vietnam
<i>Post of Origin</i>	Asian Development Bank (ADB)
<i>Series</i>	International Market Insights (IMI)
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1. This report alerts U.S. firms to **US\$ 26.4 million** in new, potential procurement of goods and services in Cambodia and Vietnam. These opportunities are examples of the many procurements financed by Asian Development Bank (ADB) loans to 37 ADB developing member countries. In 2003, U.S. contractors and equipment suppliers succeeded in winning US\$ 172 million in such national procurements as well as another US\$ 31.6 million in consulting services financed by ADB loans, and technical assistance grants.

2. This is an early report to notify prospective U.S. exporters of subsequent formal consideration of development projects by the ADB Board of Directors. Generally, tender documents are issued 12-24 months after loan approval. Interested prospective U.S. contractors and equipment suppliers should contact the persons listed below to position themselves for the upcoming opportunities. U.S. consultants should contact the persons listed below and submit an Expression of Interest (EOI) to the national executing agency to market their firms' expertise and experience on similar past projects and eventually receive notices of upcoming tenders.

3. U.S. consultants must also register with the ADB DACON (Data on Consulting Firms) system. DACON registration should be completed on-line at <http://www.adb.org/consulting/dacon>. For loan projects, primary responsibility for

hiring consultants rests with the executing agency in the borrowing country. A good way to facilitate contact with the executing agency is by working with the appropriate U.S. Embassy Officer contact identified at the end of each project summary, i.e., "In-Country US Embassy Commercial Officer".

4. Firms may also send a notification copy of their EOIs to the U.S. Commercial Service Liaison Office to the ADB, Attention: Frank Foster, Senior Commercial Officer, PSC 500 Box 33, FPO AP 96515-1000, or to the same office at its international mailing address: 25th Floor Ayala Life-FGU Center, 6811 Ayala Avenue, Makati City, Metro Manila, Philippines 1226; Phone: (63-2) 887-1345; Fax: (63-2) 887-1164; E-mail: manila.adb.office.box@mail.doc.gov. Information about these projects are likewise available at our website at <http://www.buyusa.gov/adb>. This office works closely with the Office of the U.S. Executive Director to the ADB to increase American awareness of, and participation in, the ADB's activities.

5. The projects listed in this report are now being actively processed by the ADB. For more information on these projects, the name of the ADB project officer is indicated in the project brief. The U.S. Commercial Service Liaison Office to the ADB is ready to provide assistance to U.S. firms upon request.

6. The following loan projects will be listed for the first time in the November 2004 issue of the Asian Development Bank's (ADB) Business Opportunities (ADBBO). Note: The ADBBO is also available on the ADB website <http://www.adb.org>.

## **LOAN PROJECTS, NOVEMBER 2004**

### **A. CAMBODIA**

<b>Project Name</b>	:	<b>Second Education Sector Development (Program)</b>
<b>Loan No.</b>	:	CAM 34388-02
<b>Executing Agency</b>	:	Ministry of Education, Youth and Sports Contact : H.E. Koeu Nay Leang Director General of Education Address: 148 Norodom Blvd., Phnom Penh Fax. No.: (855-23) 215-096; (855-23) 423-216
<b>Loan Amount</b>	:	US\$ 20 million
<b>Sector/Sub-sector</b>	:	Education /Education Sector Development

### **Objectives and Scope:**

The Project will support policy interventions aimed at (i) improved equity in access to education and training services through pro-poor systemic and targeted interventions; (ii) improved quality and internal efficiency through more effective curriculum organization, improved student progression, enhancing the teaching and learning environment and improved standards monitoring and quality assurance; (iii) enhancing capacity for greater education decentralization through strengthened financial, planning, management and audit systems, more focused human resource planning system

and more efficient staff performance management, deployment, and reward systems; and (iv) increased resource mobilization linked to measures that ensure resource allocation is pro-poor, equitable, and efficient.

**Procurement**

**Goods** : Not applicable.

**Services** : Not applicable.

**Environmental Category:** C

**Project Processing Stage:** Staff Review Committee Meeting (SRC) completed: 15 October 2004.

**Project Officer** : Paul L. Chang  
Social Sectors Division  
Mekong Department  
Tel.: (63-2) 632-4196  
Email: [pchang@adb.org](mailto:pchang@adb.org)

**In-country US Embassy**

**Commercial Officer** : Michael Keller  
Economic/Commercial Officer  
Tel.: (855-23) 216-436/8 ext. 128  
Fax: (855-23) 216-811

**B. VIETNAM**

**Project Name** : **Support to Implementation of Poverty Reduction Program**  
**Loan No.** : VIE 38392-01  
**Executing Agency** : State Bank of Viet Nam  
Contact : Le Minh Hung  
Address: 47-49 Ly Thai To Street, Hanoi, Viet Nam  
Tel. No.: (84-4) 934-3364; Fax. No.: (84-4) 825-0612  
**Loan Amount** : US\$ 6.40 million  
**Sector/Sub-sector** : Law, Economic Management & Public Policy /  
Economic Management

**Objectives and Scope:**

The main goal of the proposed project loan (PL) is to assist in reducing poverty and sustaining high-level economic growth, as envisaged in the Comprehensive Poverty Reduction and Growth Strategy (CPRGS). The purpose is to provide support for the implementation of the Government's poverty reduction program within the policy framework of the Poverty Reduction Support Credit III (PRSC III). The proposed PL will strengthen Viet Nam's reform program on three main fronts and reduce poverty and sustain rapid economic growth namely: (i) Promote growth and create employment

through greater internal and external competition, as well as accelerating the divestiture of State-owned Enterprises (SOEs) and State-owned Commercial Banks (SOCBs), and improving transparency and accountability in SOE operations and in the banking and financial sector. (ii) Advance human development through an expanded budget appropriation and higher quality standards for education, through resources to cover the health care costs of the poor and through mechanisms to complete the transfer of land-use rights to households, especially in upland and ethnic minority areas, and through supporting measures to improve environmental and water resources management. (iii) Increase transparency and accountability of public finances; promote simplified administrative procedures and take measures toward curbing corruption as part of a broader effort to build modern governance; and revamp the planning processes, moving away from a command approach towards the alignment of policies and resources to the attainment of well-specified development goals based on empirical analysis and wider consultations.

**Procurement**

**Goods** : Procurement of goods is not required.  
**Services** : Consulting services not required.

**Environmental Category:** C

**Project Processing Stage :** Management Review Meeting (MRM) completed: 29 September 2004.

**Project Officer** : Ramesh B. Adhikari  
Viet Nam Resident Mission  
Tel.: (63-2) 632-5519  
Email: [radhikari@adb.org](mailto:radhikari@adb.org)

**In-country US Embassy  
Commercial Officer :** Miguel Pardo de Zela  
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